



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday May 7, 2009 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are denoted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – April 2, 2009
- 3.0 Unfinished Business
 - 3.1 Continued Discussion Regarding Course Monitor Responsibilities
 - 3.2 Discussion Regarding Annual Seminar Topics
 - 3.3 Rescind Committee Appointment Request for Joseph Giordano
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Sussex County Association of Realtors
 - 4.2.1.1 Course Title: Basic Flood Insurance Training
 - Credit Hours: 3
 - 4.2.2 Course Provider: Jack Lingo, Inc., Realtor
 - 4.2.2.1 Course Title: Landlord Tenant Code
 - Credit Hours: 3
 - 4.2.3 Course Provider: Council of Residential Specialists an affiliate of NAR
 - 4.2.3.1 Course Title: CRS 210 Building an Exceptional Customer Service Referral Business
 - Credit Hours: 16

- 4.2.3.2 Course Title: CRS111 “Short Sales and Foreclosures: Protecting Your Client’s Interests”
Credit Hours: 8

4.2.4 Course Provider: Frederick Academy of Real Estate

- 4.2.4.1 Course Title: Understanding Agency
Credit Hours: 3

- 4.2.4.2 Course Title: 6-Hour Mandatory Continuing Education Course for the Delaware Broker Commercial Licensee
Credit Hours: 6

4.2.5 Course Provider: Kent County Association of REALTORS

- 4.2.5.1 Course Title: Environmental Issues and the Real Estate Transaction
Credit Hours: 3

4.2.6 Course Provider: Association of Realtors School

- 4.2.6.1 Course Title: Innovative Marketing Techniques for the Buyer’s Representatives
Credit Hours: 7

4.2.7 Course Provider: Americas Best

- 4.2.7.1 Course Title: ADA Fair Housing
Credit Hours: 3
- 4.2.7.2 Course Title: Contracts
Credit Hours: 3
- 4.2.7.3 Course Title: Real Estate Math
Credit Hours: 6
- 4.2.7.4 Course Title: Environmental Basics
Credit Hours: 6
- 4.2.7.5 Course Title: Home Inspection
Credit Hours: 6
- 4.2.7.6 Course Title: Pricing Property
Credit Hours: 4
- 4.2.7.7 Course Title: Meth Madness
Credit Hours: 3
- 4.2.7.8 Course Title: Real Estate Ethics
Credit Hours: 3

*4.2.8 Course Provider: McKissock, LP

- 4.2.8.1 Course Title: Liens, Taxes and Foreclosures
Credit Hours: 4

*4.2.9 Course Provider: Ward & Taylor LLC

- 4.2.9.1 Course Title: DE Uniform Common Interest Ownership Act
Credit Hours: 3
- 4.2.9.2 Course Title: Salesperson Core Course
Credit Hours: 3
- 4.2.9.3 Course Title: Understanding the Agreement of Sale
Credit Hours: 3
- 4.2.9.4 Course Title: Quirks in Real Estate
Credit Hours: 3
- 4.2.9.5 Course Title: New Agency Law – The Why’s, How’s & Wherefores
Credit Hours: 3

4.3 Review of Instructor Applications

4.3.1 Vance Phillips

Continuing Education: Legislative Update

- 4.3.2 Elizabeth Krug
Continuing Education: Financing
- 4.3.3 Gerald Desmond
Continuing Education: Professional Enhancement: Septic System Inspections & Information
- 4.3.4 Dottie Wells
Pre-Licensing Course: Orientation/Real Estate Sales
- 4.3.5 Martha Curtiss-Crotsley
Continuing Education: Professional Enhancement: Spanish for Realtors/Beginning Spanish/Beginning French
- 4.3.6 Colin McGowan
Continuing Education: Legislative Update/ Salesperson Core Course(s)/Broker Core & 6-Hour Mandatory Continuing Education Course for the Delaware Broker Commercial Licensee /Fair Housing Law/Salesperson Core Course(s)/ Professional Enhancement: The Anatomy of a House, The Anatomy of a House Condensed Version, Anti-Trust and the Real Estate Practitioner, Practice of Appraising, Building a Better Open, Building a Better Settlement, Commercial Real Estate Hot Buttons, Common Real Estate Settlement Problems, Contracts/Contract Law, Dispute Avoidance and Resolution, Environmental Issues, FHA Financing, Foreclosures, Procuring Cause, Real Estate Hot Buttons and Issues, Risk Management, Serving the Unsold Seller, Wetlands Regulations and Riparian Rights, What's Material, Real Estate Investment Fundamentals/Understanding Agency/Buyer Agency/Disclosure/Surviving New Fair Housing Testing/Ethical Practice/Short Sales Done the Right Way/Standard Contracts/Tenant-in-Common Investment Basics
Pre-Licensing: Orientation/Real Estate Sales
- 4.3.7 Alvin Monshower, Jr.
Continuing Education: Legislative Update/ Salesperson Core Course(s)/Broker Core & 6-Hour Mandatory Continuing Education Course for the Delaware Broker Commercial Licensee /Fair Housing Law/Salesperson Core Course(s)/ Professional Enhancement: The Anatomy of a House, The Anatomy of a House Condensed Version, Anti-Trust and the Real Estate Practitioner, Practice of Appraising, Building a Better Open, Building a Better Settlement, Commercial Real Estate Hot Buttons, Common Real Estate Settlement Problems, Contracts/Contract Law, Dispute Avoidance and Resolution, Environmental Issues, FHA Financing, Foreclosures, Procuring Cause, Real Estate Hot Buttons and Issues, Risk Management, Serving the Unsold Seller, Wetlands Regulations and Riparian Rights, What's Material, Real Estate Investment Fundamentals/Understanding Agency/Buyer Agency/Disclosure/Surviving New Fair Housing Testing/Ethical Practice/Short Sales Done the Right Way/Standard Contracts/Tenant-in-Common Investment Basics
- *4.3.8 Susan Davis
Continuing Education: Professional Enhancement: Fair Housing Law/Real Estate Ethics/Contracts/Home Inspection/Meth Use and its Effect on the Real Estate Industry/Pricing Property/Real Estate Math
- *4.3.9 Gene Millman
Continuing Education: Legislative Update/ Salesperson Core Course/Broker Core Course/ Professional Enhancement: GRI Series/Adapting to a Changing Market/Business Strategies/NAR's "At Home with Diversity"/Listing Presentations/Agreement of Sale/New Agency Law/Business Planning

Pre-Licensing: Orientation/Real Estate Sales
Broker's Course: Brokerage/Real Estate Documents/Valuing Real
Property/Ethics

*4.3.10 Charlotte Herbert
Continuing Education: Legislative Update

*4.3.11 Stephen Marcus
Continuing Education: Legislative Update/ Salesperson Core Course/
Professional Enhancement: Sales Related Practices/New Agent
Prospecting and Selling
Pre-Licensing: Orientation/Real Estate Sales/ Real Estate Mathematics

4.4 Review Student Requests for Approval of Educational Activity

*4.4.1 Student Name: John Horton
Activity: CE Taken for Texas Licensure Renewal
CE Hours Requested: 9 Hours Elective Credit

*4.5 Discussion Regarding July Meeting

5.0 Correspondence

*5.1 Letter from Long & Foster Regarding the Closure of their Brandywine Location

*5.2 Letter from Dearborn Real Estate Education Regarding Consolidation of Locations and a New
Contact Person

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – June 4, 2009, 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.